



BOARD OF SUPERVISORS

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Director and Chief Medical Officer

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Chief Operating Officer

COUNTY OF LOS ANGELES  
DEPARTMENT OF HEALTH SERVICES  
313 N. Figueroa, Los Angeles, CA 90012  
(213) 240-8101

May 20, 2004

The Honorable Board of Supervisors  
County of Los Angeles  
383 Kenneth Hahn Hall of Administration  
500 West Temple Street  
Los Angeles, California 90012

Dear Supervisors:

**APPROVAL OF AMENDMENT NO. 3 TO AGREEMENT NO. H-213354 WITH HILL-  
ROM COMPANY FOR BED MAINTENANCE AND REPAIR SERVICES AT  
HARBOR/UCLA MEDICAL CENTER, LAC+USC HEALTHCARE NETWORK,  
AND OLIVE VIEW/UCLA MEDICAL CENTER**  
(1st, 4th, and 5th Districts) (3 Votes)

**IT IS RECOMMENDED THAT YOUR BOARD:**

Approve and instruct the Director of Health Services, or his designee, to sign Amendment No. 3 to Agreement No. H-213354 with the Hill-Rom Company for the continued provision of hospital bed maintenance and repair services for the Intensive Care Units and total care beds at Harbor/UCLA Medical Center, LAC+USC Healthcare Network, and Olive View/UCLA Medical Center, effective July 1, 2004 through June 30, 2005, at a maximum cost of \$163,972, net County cost.

**PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION:**

In approving this action, the Board is authorizing the Director of Health Services, or his designee, to sign Amendment No. 3 to Agreement No. H-213354 with the Hill-Rom Company (Hill-Rom) for the continued provision of hospital bed maintenance and repair services at Harbor/UCLA Medical Center (H/UCLA MC) at a maximum cost of \$51,972, at LAC+USC Healthcare Network (LAC+USC) at a maximum cost of \$58,000, and at Olive View-UCLA Medical Center (Olive View MC) at a maximum cost of \$54,000, or a maximum total net County cost of \$163,972, effective July 1, 2004 through June 30, 2005. This amendment is being requested while the Department of Health Services (DHS or Department) completes the Statement of Work and other information needed to issue a Request for Proposals (RFP).

FISCAL IMPACT/FINANCING:

The maximum total net County cost for the provision of hospital bed maintenance and repair services at the three County medical facilities is \$163,972 for the period of July 1, 2004 through June 30, 2005.

Funding for this agreement is included in the Fiscal Year 2004-05 Proposed Budget.

FACTS AND PROVISIONS/LEGAL REQUIREMENTS:

The three County medical facilities, H/UCLA MC, Olive View MC, and LAC+USC, have a combined total of more than 1,000 beds manufactured by Hill-Rom, that require maintenance and repair services.

For several years, Hill-Rom provided maintenance and repair services to the three County facilities through purchase orders. In lieu of extending the purchase orders, the Internal Services Department recommended that hospital bed maintenance and repair services be provided through a Board approved contract.

On March 19, 2002, the Board approved a six-month sole source agreement with Hill-Rom to provide hospital bed maintenance and repair services at the three County facilities, effective upon Board approval through August 31, 2002.

On July 30, 2002, the Board approved Amendment No. 1 to Agreement No. H-213354 with Hill-Rom to continue the provision of hospital bed maintenance and repair services for the Intensive Care Units and total care beds at the three County facilities, effective September 1, 2002 through June 30, 2003.

On June 17, 2003, the Board approved Amendment No. 2 to Agreement No. H-213354 with Hill-Rom to extend the term of the agreement, effective July 1, 2003 through June 30, 2004, as an interim measure pending the completion of Master Agreements that the Department intended to develop to cover a variety of services, including all equipment maintenance and repair services.

The Department has decided not to develop a Master Agreement for hospital bed maintenance and repair services. Instead, the Department has initiated an RFP process to award a new agreement, anticipated for completion by June 2005.

The existing agreement contains the latest provisions regarding contractor's acknowledgment of County's commitment to the Safely Surrendered Baby Law and payment for services provided following expiration/termination of the contract.

There is no employee impact for this Board action.

Attachment A provides additional information.

County Counsel has approved the amendment (Exhibit I) as to use and form.

The Honorable Board of Supervisors  
May 20, 2004  
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CONTRACTING PROCESS:

Amendment No. 3 to Agreement No. H-213354 will be effective on July 1, 2004 through June 30, 2005, as an interim measure to continue hospital bed maintenance and repair services at the three County facilities. The Department plans to advertise the RFP on the Office of Small Business' Countywide Web Site and in local newspapers in September 2004.

IMPACT OF CURRENT SERVICES (OR PROJECTS):

The amendment will ensure the uninterrupted provision of hospital bed maintenance and repair services at the three medical facilities through June 30, 2005, pending completion of the RFP.

When approved, this Department requires three signed copies of the Board's action.

Respectfully submitted,



Thomas L. Garthwaite, M.D.  
Director and Chief Medical Officer

TLG:daz

Attachment (1)

c: Chief Administrative Officer  
County Counsel  
Executive Officer, Board of Supervisors  
Auditor Controller

BLETC3300.DZ

**SUMMARY OF AMENDMENT**

1. **TYPE OF SERVICE:**

Amendment No. 1 to Agreement No. H-213354 will continue the provision of hospital bed maintenance and repair services for the Intensive Care Unit and total care beds at Harbor/UCLA Medical Center (H/UCLA MC), LAC+USC Healthcare Network (LAC+USC), and Olive View/UCLA Medical Center (Olive View MC).

2. **AGENCY ADDRESS AND CONTACT PERSON:**

Hill-Rom Company  
1069 State Route 46E  
Batesville, IN 47006  
Attention: Larry Bailey, Sales Manager  
Telephone: (800) 433-6245 Fax: (812) 934-8189

3. **TERM:**

The term of the amendment will become effective on July 1, 2004 and continue through June 30, 2005.

4. **FINANCIAL INFORMATION:**

The contract cost for hospital bed maintenance and repair services at the three County medical facilities is as follows: 1) H/UCLA MC, \$51,972; 2) LAC+USC, \$58,000; and 3) Olive View MC, \$54,000, for a maximum total net County cost of \$163,972 for the 12-month extension period.

5. **PROGRAM INFORMATION:**

The amendment will ensure the continued provision of hospital bed maintenance and repair services at the three County facilities, while an RFP process to award a new agreement is completed.

6. **APPROVALS:**

H/UCLA MC:	Tecla A. Mickoseff, Chief Executive Officer
LAC+USC:	Pete Delgado, Chief Executive Officer
Olive View MC:	Melinda D. Anderson, Chief Executive Officer
Contract Administration:	Irene E. Riley, Director
County Counsel (as to form):	Christina A. Salseda, Deputy County Counsel

**EXHIBIT I**

Contract No. H-213354

**HOSPITAL BED MAINTENANCE AND REPAIR SERVICES AGREEMENT**

AMENDMENT NO. 3

THIS AMENDMENT is made and entered into this \_\_\_\_\_ day  
of \_\_\_\_\_, 2004,

by and between

COUNTY OF LOS ANGELES  
(hereafter "County"),

and

HILL-ROM COMPANY, INC. (hereafter  
"Contractor").

WHEREAS, reference is made to that certain document entitled  
"HOSPITAL BED MAINTENANCE AND REPAIR SERVICES AGREEMENT", dated  
March 19, 2002, as amended by Amendment No. 1, dated July 30,  
2002, and Amendment No. 2, dated June 17, 2003, all identified as  
County Agreement No. H-213354 (collectively hereafter  
"Agreement"); and

WHEREAS, Agreement is slated to expire on June 30, 2004, and  
it is the desire of the parties to extend the term of Agreement  
for up to twelve (12) months, effective July 1, 2004 through  
June 30, 2005; and

WHEREAS, County intends to complete a competitive process for  
the award of a new contract during the contemplated extension; and

WHEREAS, except as set forth herein, it is the desire of the  
parties hereto to extend the terms and conditions set forth in the  
Agreement to apply to and through the term of this Amendment; and

WHEREAS, the Agreement provides that changes to its provisions may be made in the form of a written amendment which is formally approved and executed by the parties.

NOW, THEREFORE, the parties hereby agree as follows:

1. The term of this Agreement is hereby extended on a month-to-month basis for up to twelve (12) months from July 1, 2004, and unless sooner terminated, shall expire on June 30, 2005.

2. To the extent not inconsistent with this Amendment and except as set forth and/or in accordance with terms herein, the parties hereby agree and confirm the terms and conditions as set forth in the Agreement.

3. During the term of this Amendment, Contractor shall be compensated according to the same payment provisions and same rate(s) specified in the Agreement.

4. Except for the changes set forth hereinabove, Agreement shall not be changed in any other respect by this Amendment.

IN WITNESS WHEREOF, the Board of Supervisors of the County of Los Angeles has caused this Amendment to be subscribed by its

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Director of Health Services, and Contractor has caused this  
Amendment to be subscribed in its behalf by its duly authorized  
officers, the day, month, and year first above written.

COUNTY OF LOS ANGELES

By \_\_\_\_\_  
Thomas L. Garthwaite, M.D.  
Director and Chief Medical Officer

HILL-ROM COMPANY, INC.  
Contractor

By \_\_\_\_\_  
Signature

\_\_\_\_\_  
Print Name

Title \_\_\_\_\_  
(AFFIX CORPORATE SEAL HERE)

APPROVED AS TO FORM:  
BY THE OFFICE OF THE COUNTY COUNSEL

APPROVED AS TO CONTRACT  
ADMINISTRATION:

Department of Health Services

By \_\_\_\_\_  
Irene E. Riley, Director  
Contract Administration

AMENDCD3299.DZ  
dz:05/19/04